

Message Text

UNCLASSIFIED

PAGE 01 BOGOTA 04830 221747Z
ACTION XMB-04

INFO OCT-01 ARA-14 ISO-00 COME-00 EB-08 AID-05 CIAE-00
FRB-01 INR-10 NSAE-00 ICA-20 TRSE-00 OPIC-06
SP-02 LAB-04 SIL-01 OMB-01 /077 W
-----079768 230223Z /70

R 221555Z MAY 78
FM AMEMBASSY BOGOTA
TO SECSTATE WASHDC 8125

UNCLAS BOGOTA 4830

PASS TO EX-IMBANK FOR SIMONINI/KEANE

E.O. 11652: NA
TAGS: BEXP, EFIN, CO
SUBJECT: TRADE PROMOTION/ BANK LOANS: EX-IM FINANCIAL GUARANTEE FOR
PURCHASE OF EXECUTIVE TURBOPROP AIRCRAFT

1. MR. RUDOLPH FACCINI, PRESIDENT OF INTERAMERICANA DE AVIACION S.A. OF BOGOTA, AND REPRESENTATIVE OF PIPER AIRCRAFT WILL REQUEST EX-IM FINANCIAL GUARANTEE FOR PURCHASE OF PIPER CHEYENNE III TURBOPROP AIRCRAFT. INTERNATIONAL IS ONLY LEGALLY ESTABLISHED AIR TAXI SERVICE AT BOGOTA INTERNATIONAL AIRPORT. FIRM, FOUNDED IN 1976, NOW FLYING 1976 PIPER NAVAJO CHIEFTAIN AND TWO PIPER AZTECS. PRINCIPAL CUSTOMERS INCLUDED OIL COMPANIES (CITIES SERVICE, SCHLUMBERGER, IPC, ETC). LARGE MNCS (GE, MERCK, SONY, HERTZ, COLGATE), AND TRAVEL AGENCIES. FIRM EXPECTS TO SIGN 400-HOUR/YEAR CONTRACT WITH INTERNACIONAL TROPICAL AGRICULTURAL RESEARCH CENTER (CIAT) AND HAS CONTRACTS WITH US DRUG ENFORCEMENT AGENCY. IT EMPLOYS SIX PILOTS AND EIGHT ADMINISTRATIVE PERSONNEL. FIRM'S 1977 BALANCE SHEET SHOWS \$38,000 NET AFTER TAX PROFIT ON \$190,000 GROSS REVENUE.

2. FIRM HAS BASE PRICE OFFER FROM COLOMBIAN DISTRIBUTOR OF PIPER FOR \$600,000. EXTRAS WILL BRING COST TO \$738,000. INTERAMERICANA SEEKING FINANCING FOR TOTAL PACKAGE.

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3. CHARTER/AIR TAXI OPERATIONS EXPANDING RAPIDLY IN COLOMBIA. INADEQUATE TRANSPORTATION NETWORK, AND INCREASING EXPLORATION AND INVESTMENT IN AREAS NOT SERVICED BY SCHEDULED AIRLINES PROMISES CONTINUED RAPID GROWTH IN THIS AREA. FACCINI IS WELL AND FAVORABLY KNOWN TO EMBASSY, HAVING SERVED ON AMBASSADOR'S BUSINESS LIAISON COMMITTEE AND ON BOARD OF COLOMBIAN-AMERICAN CHAMBER OF COMMERCE.

4. EMBASSY REQUESTS SIMONINI/KEANE OR OTHER APPROPRIATE EX-IM
OFFICIAL RECEIVE FACCINI AND PIPER REPRESENTATIVE. (FACCINI
WILL CALL SIMONINI FOR APPOINTMENT DURING WEEK OF JUNE 19
EMBASSY RECOMMENDS EX-IM SERIOUSLY CONSIDER GRANTING OF FINANCIAL
GUARANTEE.
ASENCIO

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE, TRADE PROMOTION, AIRCRAFT, BANK LOANS, LOAN GUARANTEES
Control Number: n/a
Copy: SINGLE
Draft Date: 22 may 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BOGOTA04830
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Executive Order: N/A
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Film Number: D780216-0298
Format: TEL
From: BOGOTA
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780535/aaaabdbx.tel
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Litigation Codes:
Litigation History:
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Subject: TRADE PROMOTION/ BANK LOANS: EX-IM FINANCIAL GUARANTEE FOR PURCHASE OF EXECUTIVE TURBOPROP AIRCRAFT
TAGS: BEXP, EFIN, CO, XMB
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